

Message Text

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PAGE 01 TOKYO 18516 170816Z
ACTION EA-09

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TO USDOC WASHDC
INFO SECSTATE WASHDC 4271

UNCLAS TOKYO 18516

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TC ANNUAL CONTRACTS: (1) CONSTRUCTION AND (2) FREIGHT
FORWARDING

REF: TOKYO 17809

1. CONSTRUCTION CONTRACT: BECAUSE OF LOW VALUE FOR CONTRACT SERVICES INVOLVED AND LIMITED NUMBER OF COMPANIES WILLING TO PERFORM THIS SERVICE, TC NEGOTIATED WITH PRESENT CONTRACTOR, HAKUSUI-SHA DISPLAY CO., FOR ONLY 6.1 PERCENT LABOR COST INCREASE PRESENT CONTRACT RATES. OTHER RATES REMAIN SAME.

2. FREIGHT FORWARDING: AS A RESULT TC NEGOTIATIONS WITH PRESENT CONTRACTOR, ODAWARA UNYU CO., ONLY ITEM TO BE INCREASED IS AIR INBOUND RATE, YEN 15,000 TO YEN 20,000, AND AIR OUTBOUND RATE, YEN 15,000 TO YEN 17,000. ALL OTHER RATES REMAIN SAME AS PRESENT. SLIGHT INCREASE NECESSARY, SINCE AIR SHIPMENTS OFTEN REQUIRE ADDITIONAL TRUCKS AND LABORS FOR LATE ARRIVAL SHIPMENTS. ODAWARA HAS RETAINED FREIGHT FORWARDING CONTRACT FOR PAST THIRTEEN YEARS CONSISTENTLY, UNDERBIDDING ALL COMPETITORS WHILE PROVIDING EXPERIENCED AND CAPABLE SERVICES. THE RATE NEGOTIATED IS STILL LOWER THAN ANY QUOTED IN PREVIOUS BIDS AND LOWER THAN
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THOSE CHARGED TO OTHER ORGANIZATIONS IN TOKYO INVOLVED IN SIMILAR WORK.

3. TC REQUESTS APPROVAL RENEW SUBJECT CONTRACTS WITH BOTH HAKUSUI-SHA AND ODAWARA UNYU WHICH EXPIRE DECEMBER 31, 1976 BY CABLE SOONEST.

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Message Attributes

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